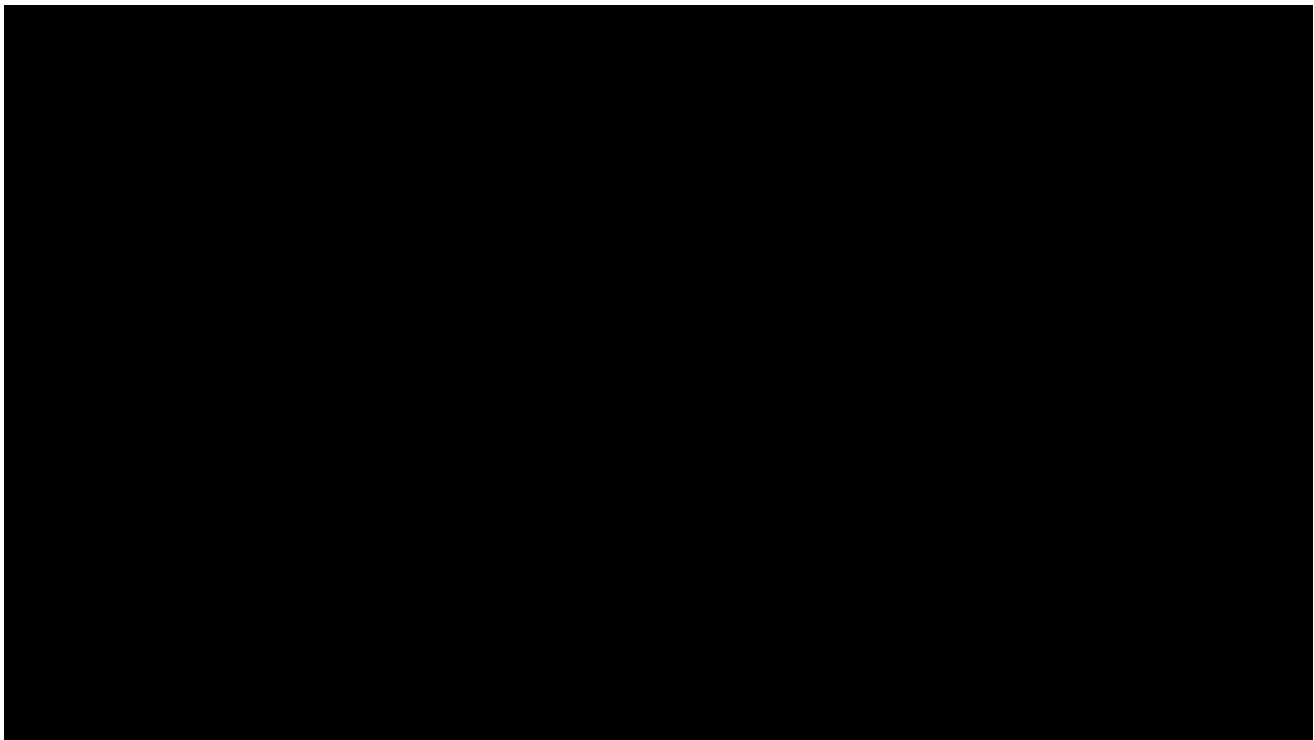
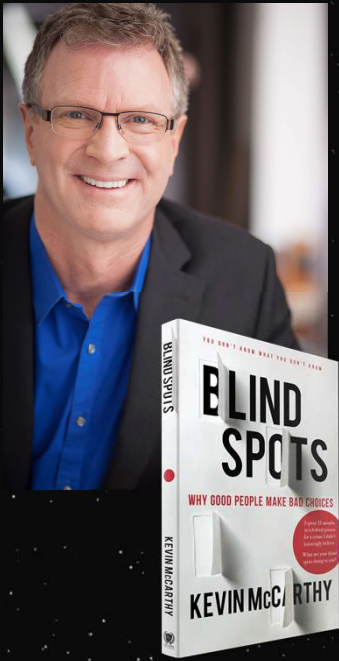




1



2



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Kevin McCarthy, CSP

- Bestselling author
- CEO – Strategic Ready People
- Award-winning speaker & trainer

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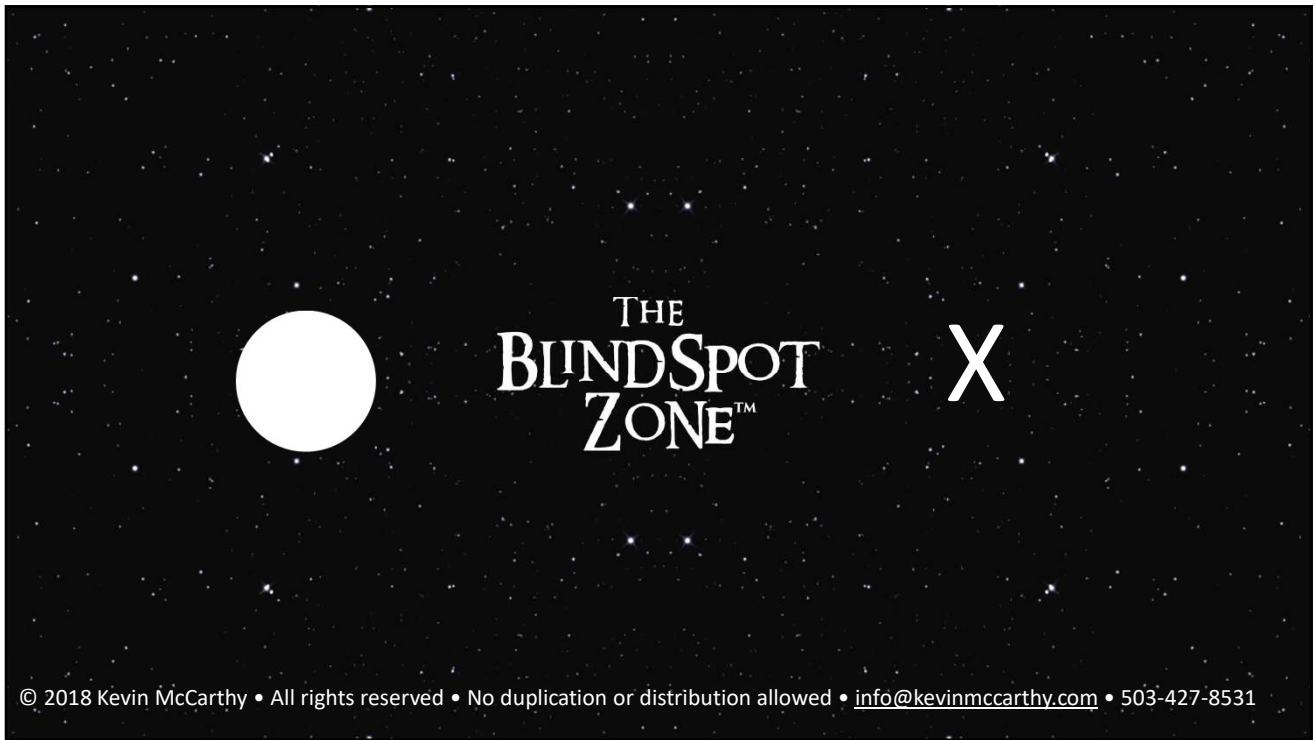
3

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With Kevin McCarthy

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4



5



6

Psychological Blindspots

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You Don't Know What You Don't Know

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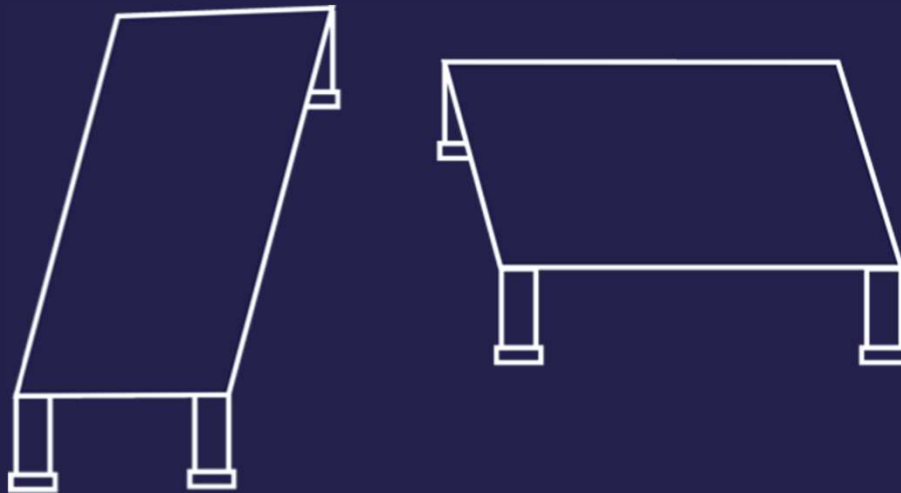
Not in Full Control of Your Mind



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9

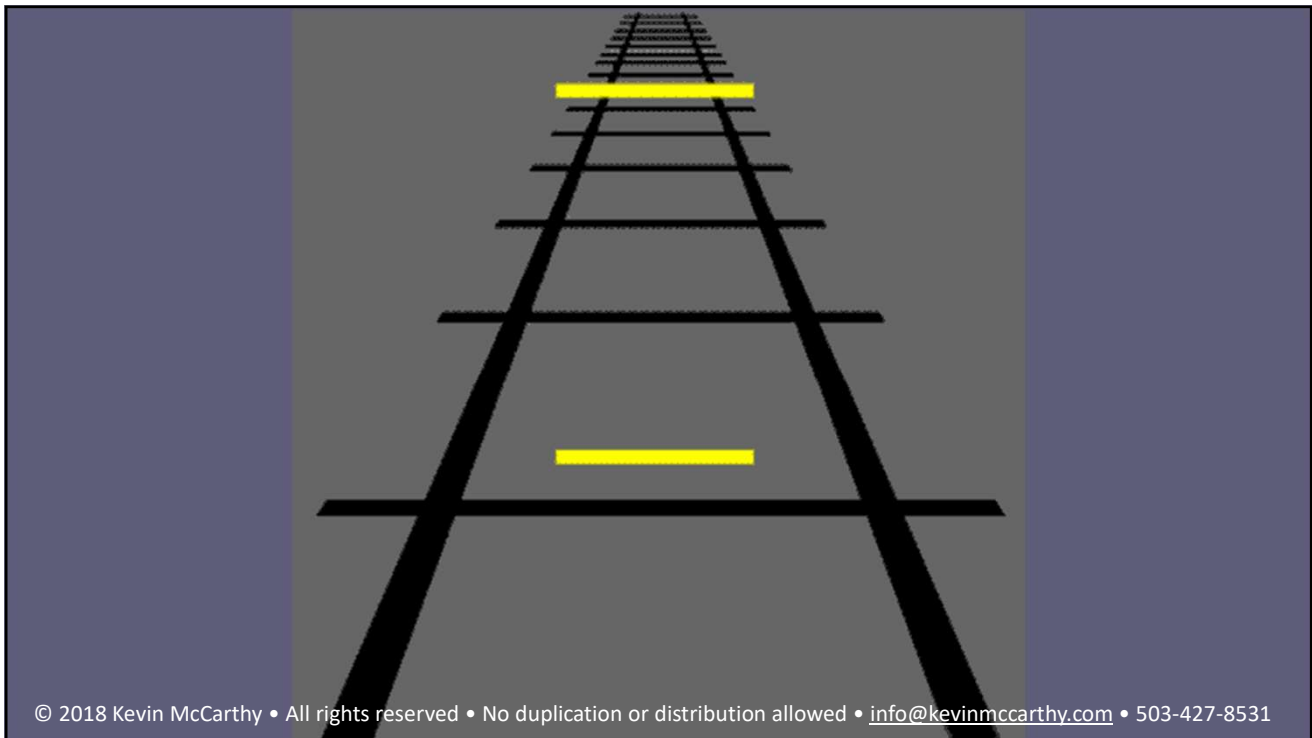
Mind Tricks



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THE
BSZ

10

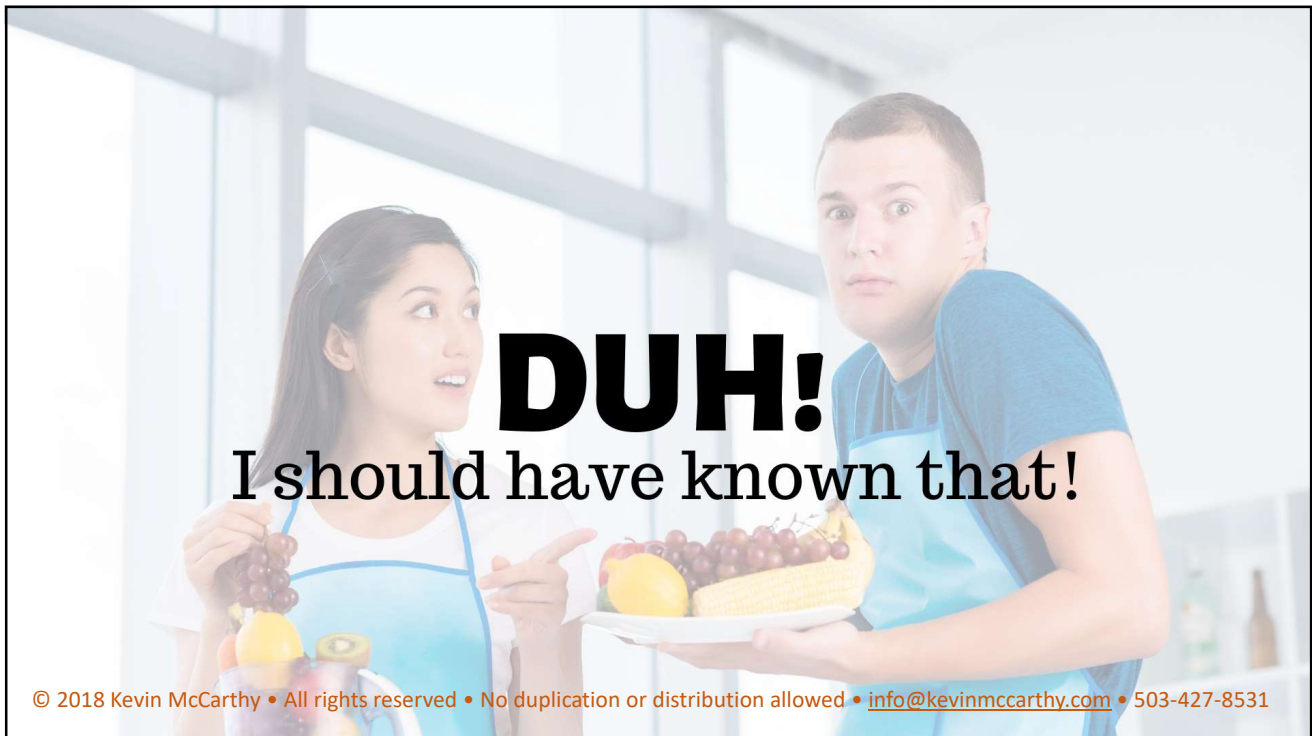


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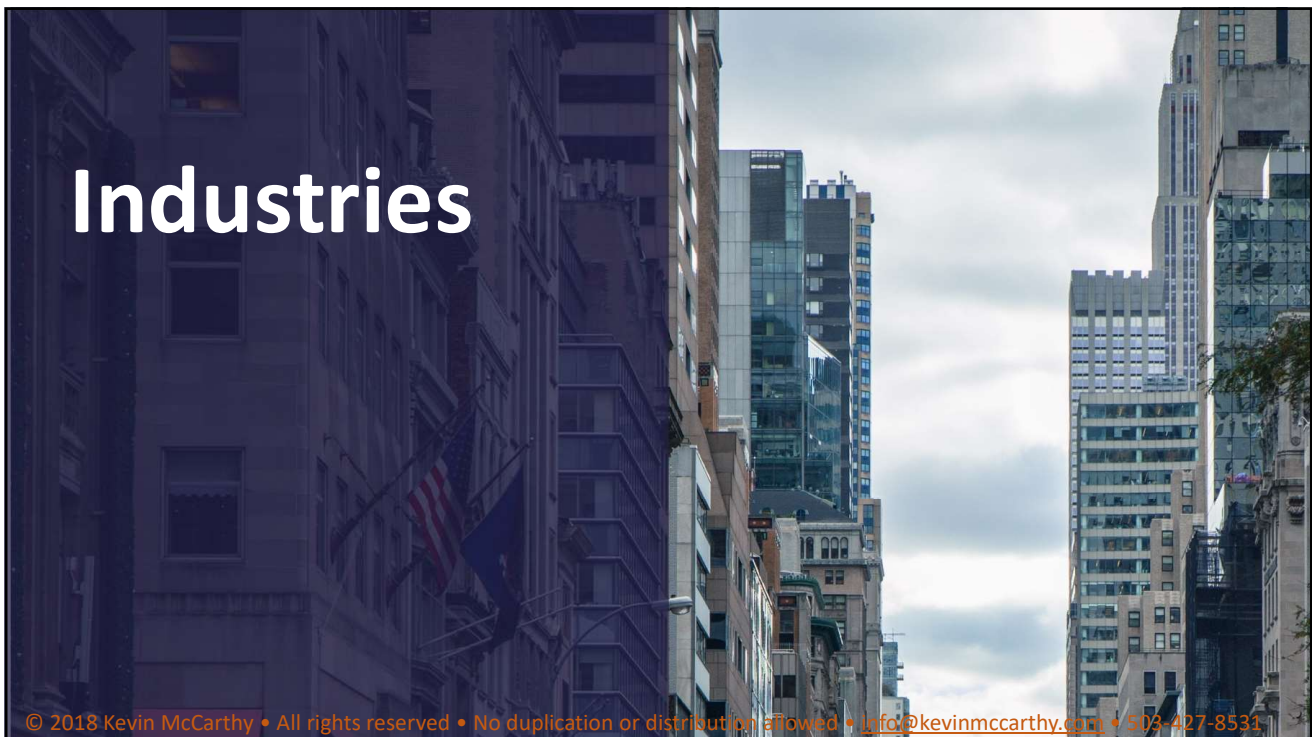
It deson't mttar in waht oredr the
ltteers in a wrod aepapr, the olny
iprmoatnt tihng is taht the frist and
lsat ltteer are in the rghit pcake. The
rset can be a toatl mses and you
can sitll raed it wouthit pobelrm.

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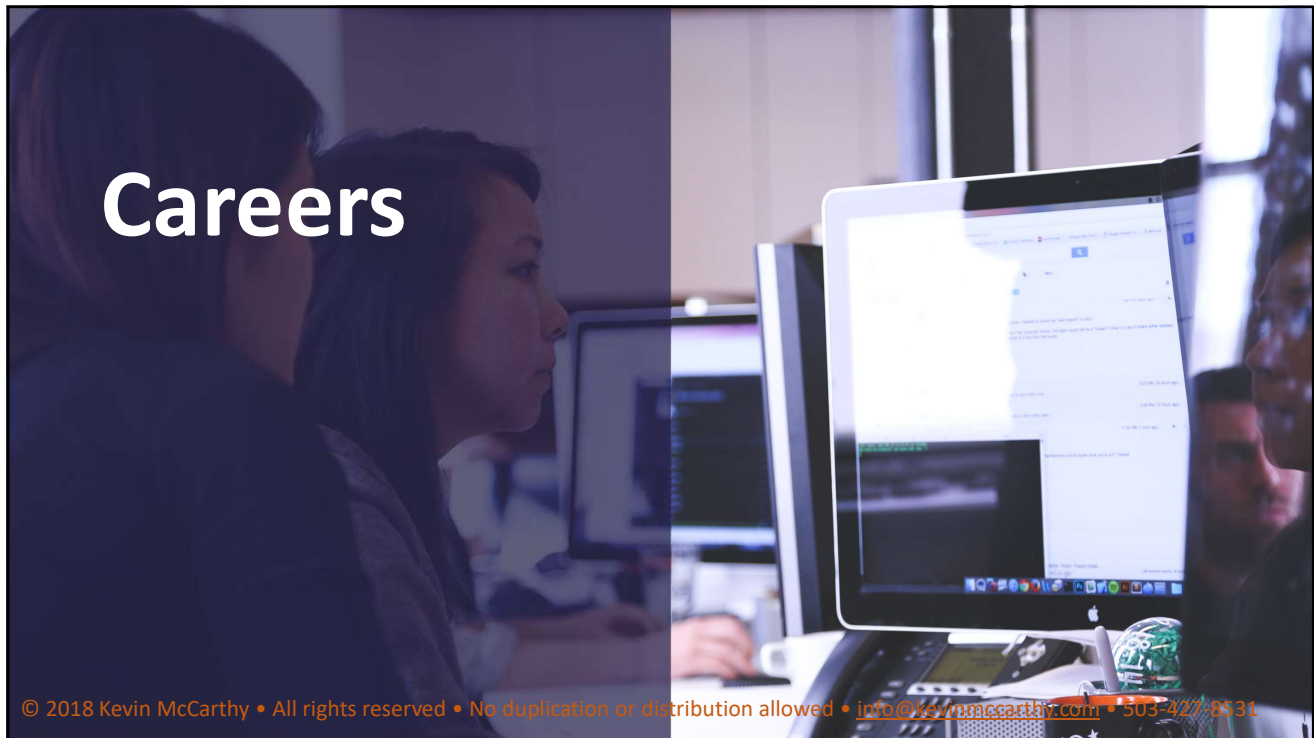
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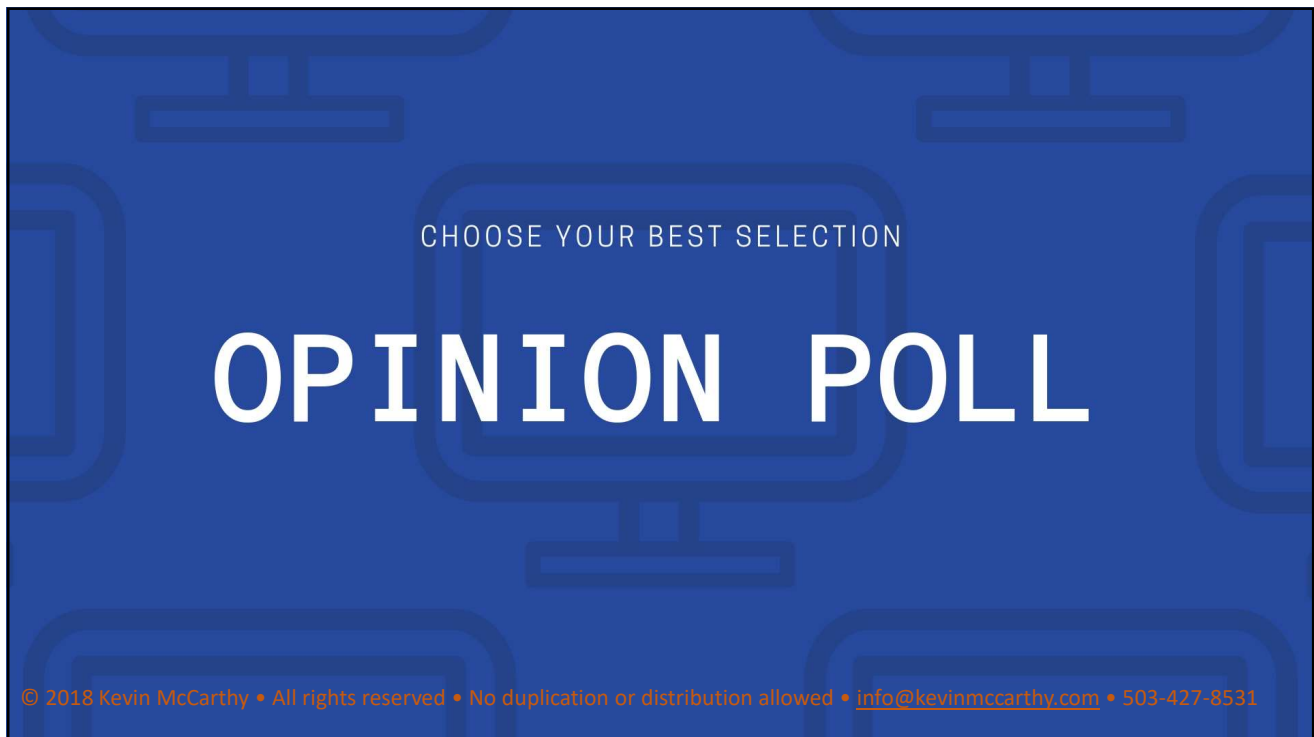
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16



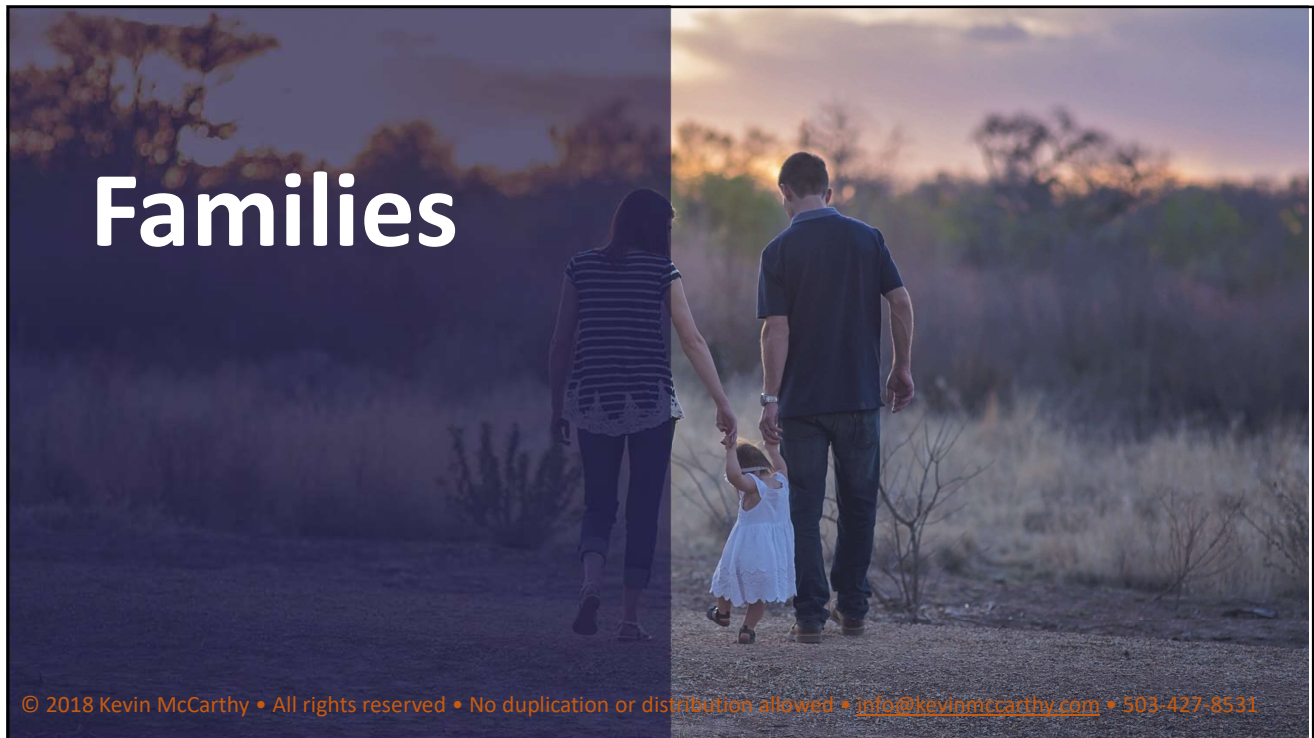
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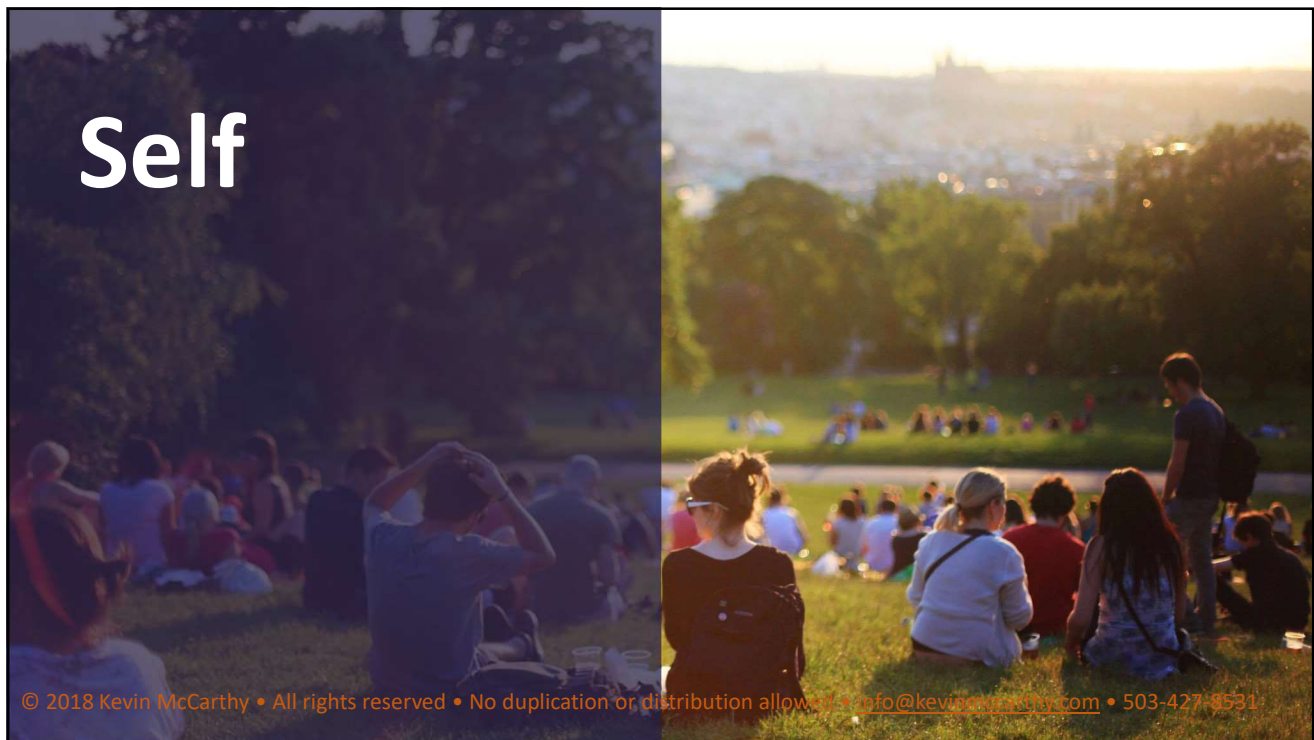
ENTER ANSWERS IN THE CHAT BOX

**What leadership
development book
are you reading
or have read
recently?**

18



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KNOW YOURSELF

“The unexamined life is not
worth living.”

Aristotle

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INDIVIDUAL REFLECTION

Where have you been preoccupied
and what might you do to pay
more attention?

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2 MINUTES

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Uh-oh!!

How could I have known?

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Implicit Association

**20
Years**

**1.5
Million**

40%

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X = Y



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ENTER ANSWERS IN THE CHAT BOX

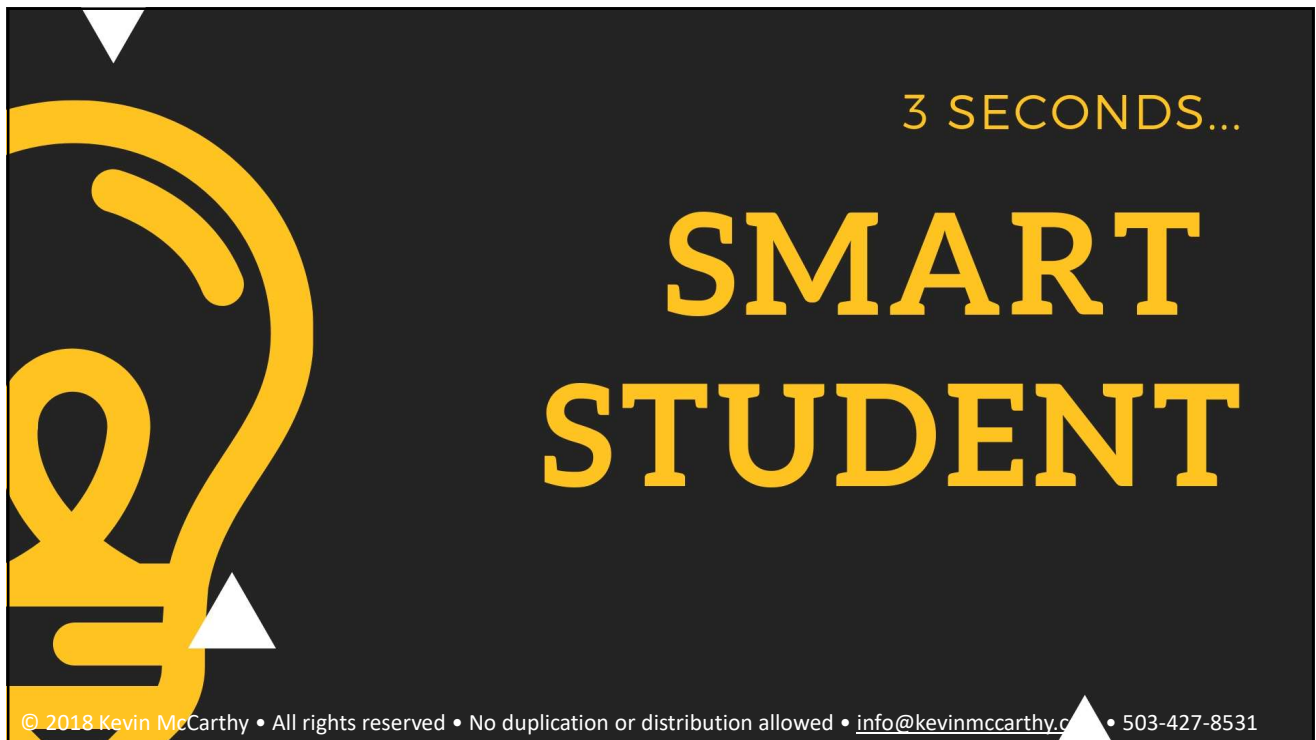
**Type the first word
that comes to mind
when you see
these next slides.**

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28



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30



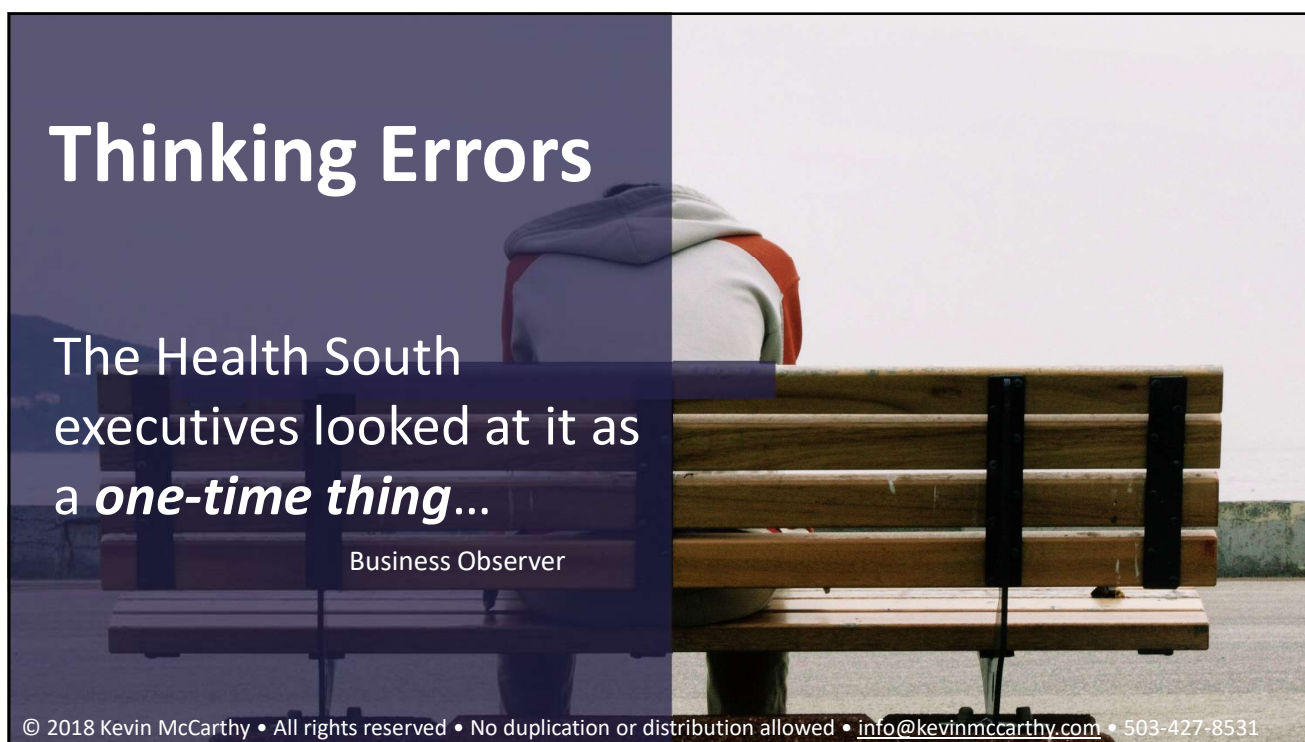
31



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KNOW YOURSELF

The best decision makers are
the ones who know when
NOT to trust themselves.

Roy Baumeister
Social psychologist

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Delusion

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Gullibility

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Pressure

“Nearly a quarter of internal auditors are pressured to suppress their findings.”

Tatyana Shumsky, Wall Street Journal

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INDIVIDUAL REFLECTION

What types of external or internal pressures do you experience at work or home? What can you do to reduce the pressure?

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2 MINUTES



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Triggers

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2 MINUTES



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Character, Values & Virtues



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CHARACTER COUNTS

Indifference	1	2	3	4	5	6	7	8	9	10	Compassionate
Covetousness	1	2	3	4	5	6	7	8	9	10	Contentment
Fearfulness	1	2	3	4	5	6	7	8	9	10	Courage
Double-mindedness	1	2	3	4	5	6	7	8	9	10	Decisiveness
Faintheartedness	1	2	3	4	5	6	7	8	9	10	Determination
Slothfulness	1	2	3	4	5	6	7	8	9	10	Diligence
Undisciplined	1	2	3	4	5	6	7	8	9	10	Discipline
Giving-up	1	2	3	4	5	6	7	8	9	10	Endurance
Condemning	1	2	3	4	5	6	7	8	9	10	Forgiveness
Stinginess	1	2	3	4	5	6	7	8	9	10	Generosity
Ungrateful	1	2	3	4	5	6	7	8	9	10	Gratefulness
Dishonesty	1	2	3	4	5	6	7	8	9	10	Honesty
Pride	1	2	3	4	5	6	7	8	9	10	Humility
Unfaithfulness	1	2	3	4	5	6	7	8	9	10	Loyalty
Anger	1	2	3	4	5	6	7	8	9	10	Meekness
Impatience	1	2	3	4	5	6	7	8	9	10	Patience
Negativity	1	2	3	4	5	6	7	8	9	10	Positivity
Tardiness	1	2	3	4	5	6	7	8	9	10	Punctuality
Disrespect	1	2	3	4	5	6	7	8	9	10	Respect
Irresponsible	1	2	3	4	5	6	7	8	9	10	Responsibility
Self-Indulgence	1	2	3	4	5	6	7	8	9	10	Self-control
Unreliable	1	2	3	4	5	6	7	8	9	10	Trustworthy
Deceptive	1	2	3	4	5	6	7	8	9	10	Truthfulness
Impurity	1	2	3	4	5	6	7	8	9	10	Virtue
Foolishness	1	2	3	4	5	6	7	8	9	10	Wisdom

45


CHARACTER COUNTS

Indifference	1	2	3	4	5	6	7	8	9	10	Compassionate
Covetousness	1	2	3	4	5	6	7	8	9	10	Contentment
Fearfulness	1	2	3	4	5	6	7	8	9	10	Courage
Double-mindedness	1	2	3	4	5	6	7	8	9	10	Decisiveness

5 MINUTES

Tardiness	1	2	3	4	5	6	7	8	9	10	Punctuality
Disrespect	1	2	3	4	5	6	7	8	9	10	Respect
Irresponsible	1	2	3	4	5	6	7	8	9	10	Responsibility
Self-Indulgence	1	2	3	4	5	6	7	8	9	10	Self-control
Unreliable	1	2	3	4	5	6	7	8	9	10	Trustworthy
Deceptive	1	2	3	4	5	6	7	8	9	10	Truthfulness
Impurity	1	2	3	4	5	6	7	8	9	10	Virtue
Foolishness	1	2	3	4	5	6	7	8	9	10	Wisdom

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VALUES

TOP 10 VALUES:

1. _____ 6. _____
 2. _____ 7. _____
 3. _____ 8. _____
 4. _____ 9. _____
 5. _____ 10. _____

TOP 6 VALUES:

1. _____ 4. _____
 2. _____ 5. _____
 3. _____ 6. _____

MY TOP 3 VALUES IN LIFE ARE:

1. _____
 2. _____
 3. _____

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Memory Jogger

Use this list of possible values to come up with ideas of your own values

Abundance	Consciousness	Fairness	Intuitiveness	Presence
Accomplishment	Consistency	Faith	Inventiveness	Preservation
Accountability	Contentment	Fame	Influence	Privacy
Accuracy	Continuity	Family	Justice	Proactivity
Achievement	Continuous	Fidelity	Kindness	Progress
Acknowledgement	Contribution	Flexibility	Knowledge	Prosperity
Adaptability	Control	Flow	Leadership	Punctuality
Adventure	Conviction	Focus	Learning	Quality
Affection	Convincing	Fortitude	Liberty	Quiet
Aggressiveness	Confidence	Friendship	Logic	Recognition
Agility	Cooperation	Frugality	Longevity	Relationships
Alertness	Courage	Fun	Love	Reliability
Ambition	Courtesy	Generosity	Loyalty	Religion
Anticipation	Creativity	Giving	Making a	Resourcefulness
Appreciation	Curiosity			
	Daring			

48



Memory Jogger

Use this list of possible values to come up with ideas of your own values.

9 MINUTES

Affection	Confidence	Fortitude	Learning	Recognition
Aggressiveness	Cooperation	Friendship	Liberty	Relationships
Agility	Courage	Frugality	Logic	Reliability
Alertness	Courtesy	Fun	Longevity	Religion
Ambition	Creativity	Generosity	Love	Resourcefulness
Anticipation	Curiosity	Giving	Loyalty	
Appreciation	Daring		Making a	

49



TOP 10 VALUES:

1. _____ 6. _____
2. _____ 7. _____
3. _____ 8. _____
4. _____ 9. _____
5. _____ 10. _____

TOP 6 VALUES:

1. _____ 4. _____
2. _____ 5. _____
3. _____ 6. _____

MY TOP 3 VALUES IN LIFE ARE:

1. _____
2. _____
3. _____

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VALUES

TOP 10 VALUES:

1. _____	6. _____
2. _____	7. _____
3. _____	8. _____
4. _____	9. _____

9 MINUTES

MY TOP 3 VALUES IN LIFE ARE:

1. _____
2. _____
3. _____

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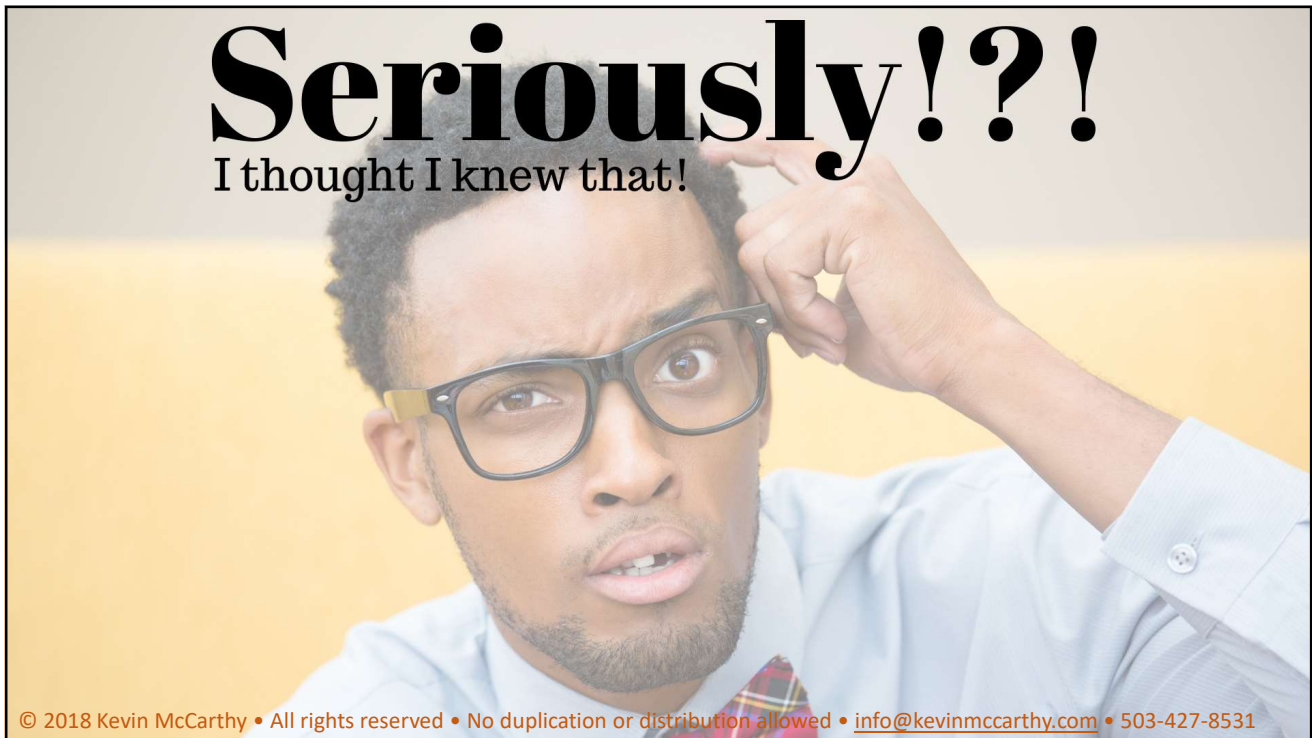


ENTER ANSWERS IN THE CHAT BOX

Share your top
three values

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Perception is _____



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Your
Perception
is Your
Reality...in
the
Moment



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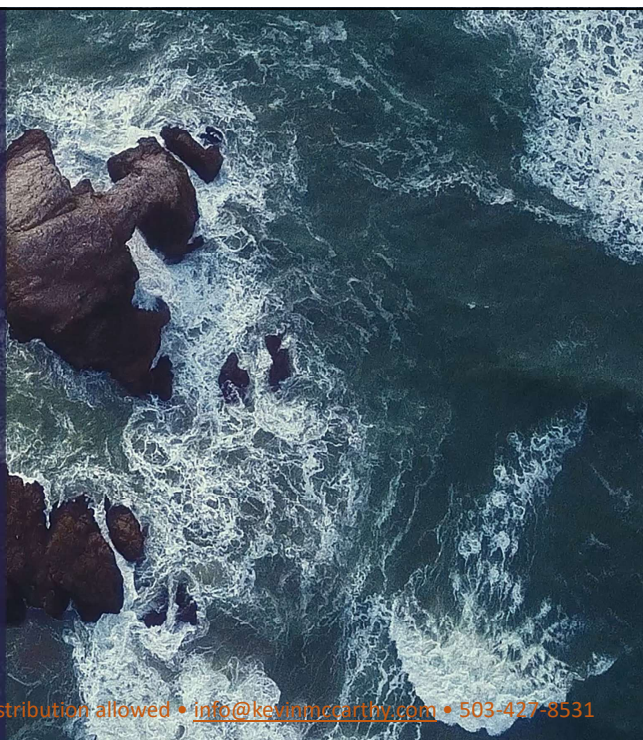
False Assumptions & Expectation Gaps



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Intuition & First Impressions



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S TOP *Temporarily*

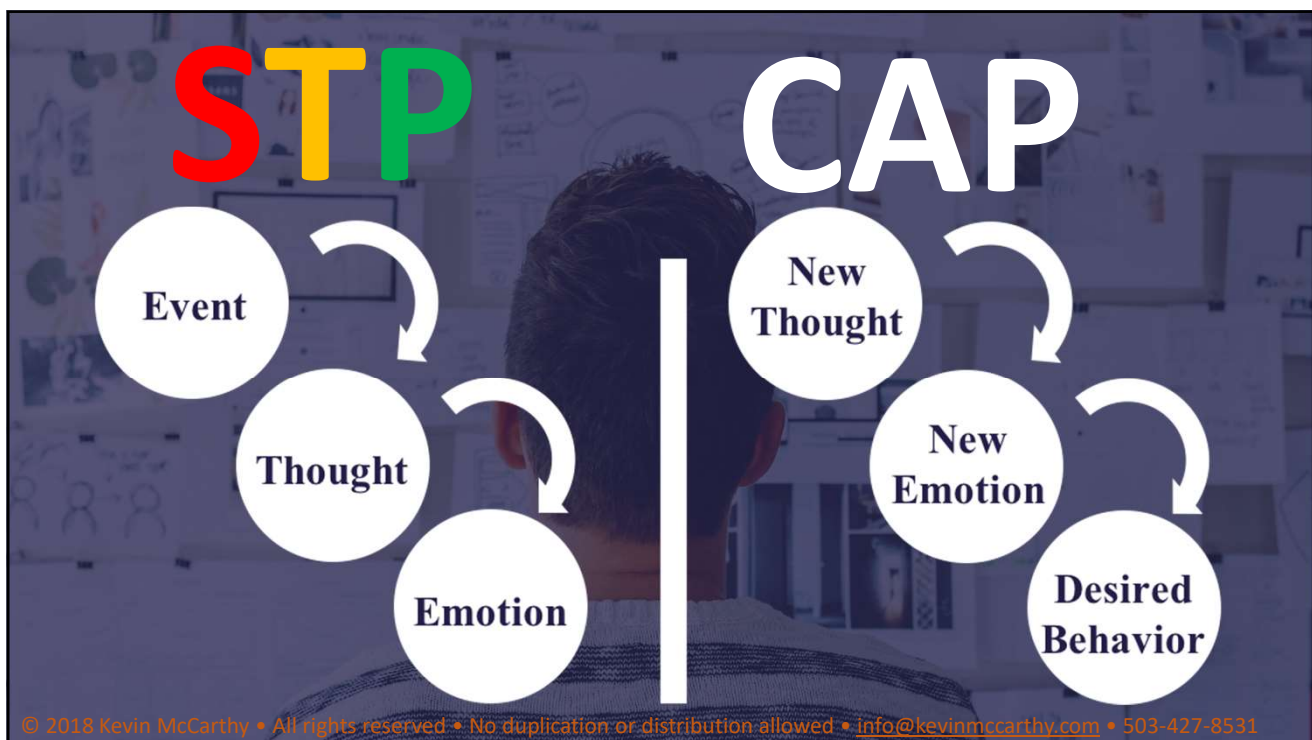
T HINK *Critically*

P ROCEED *Intentionally*

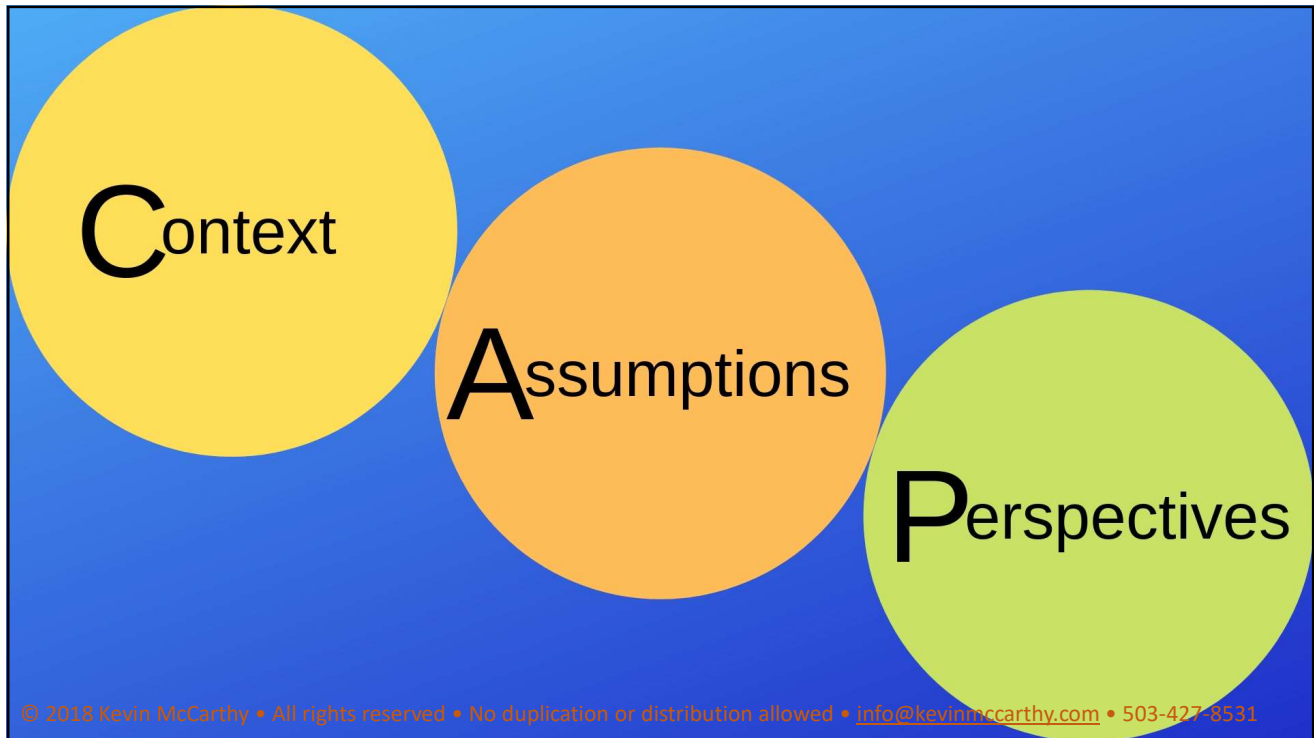


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Golden vs Platinum Rule

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Fast-paced, Outspoken

Cautious, Reflective

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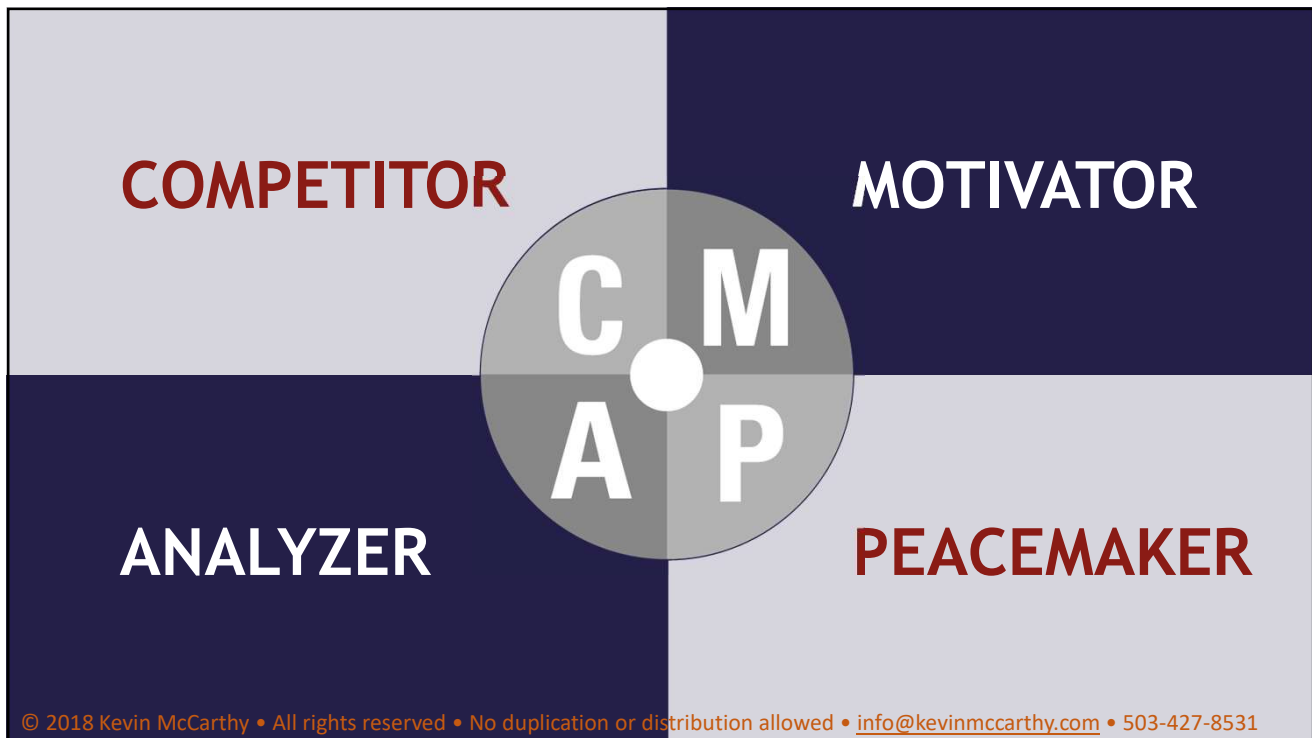
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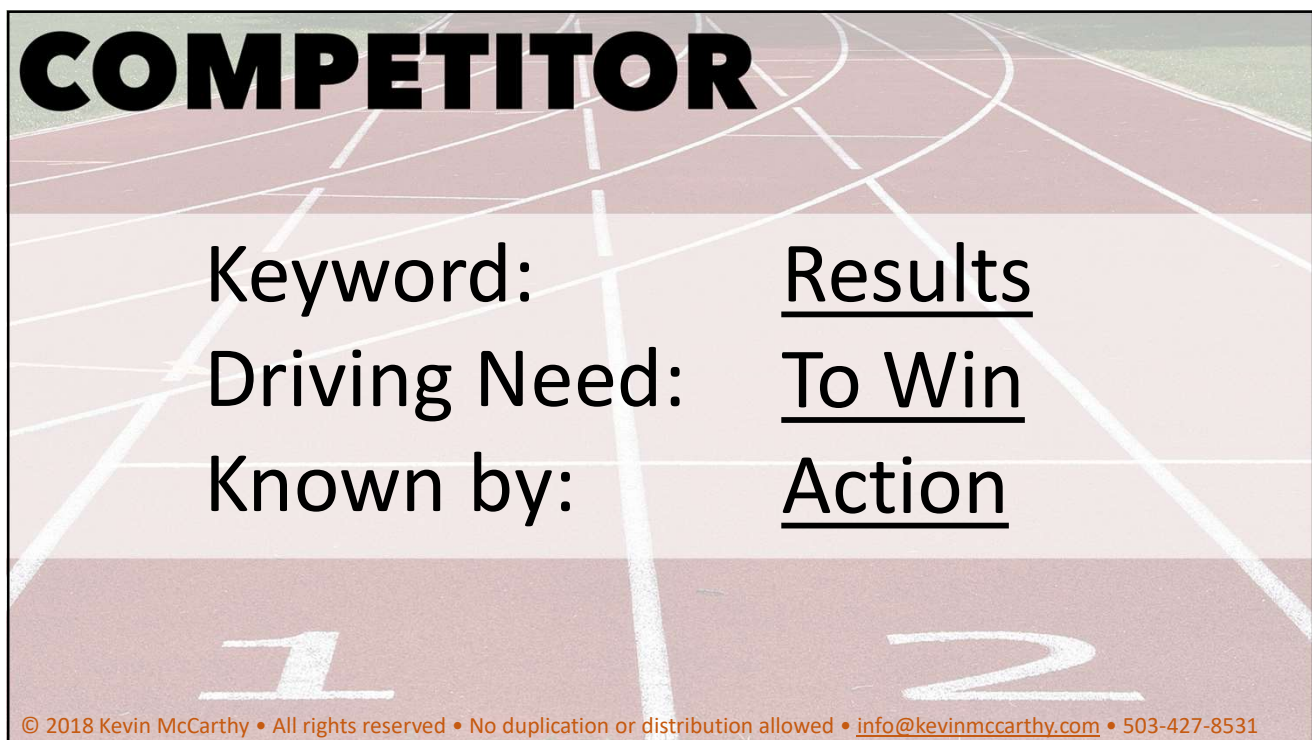
69



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MOTIVATOR

Keyword: Story
Driving Need: Expression
Known by: Enthusiasm

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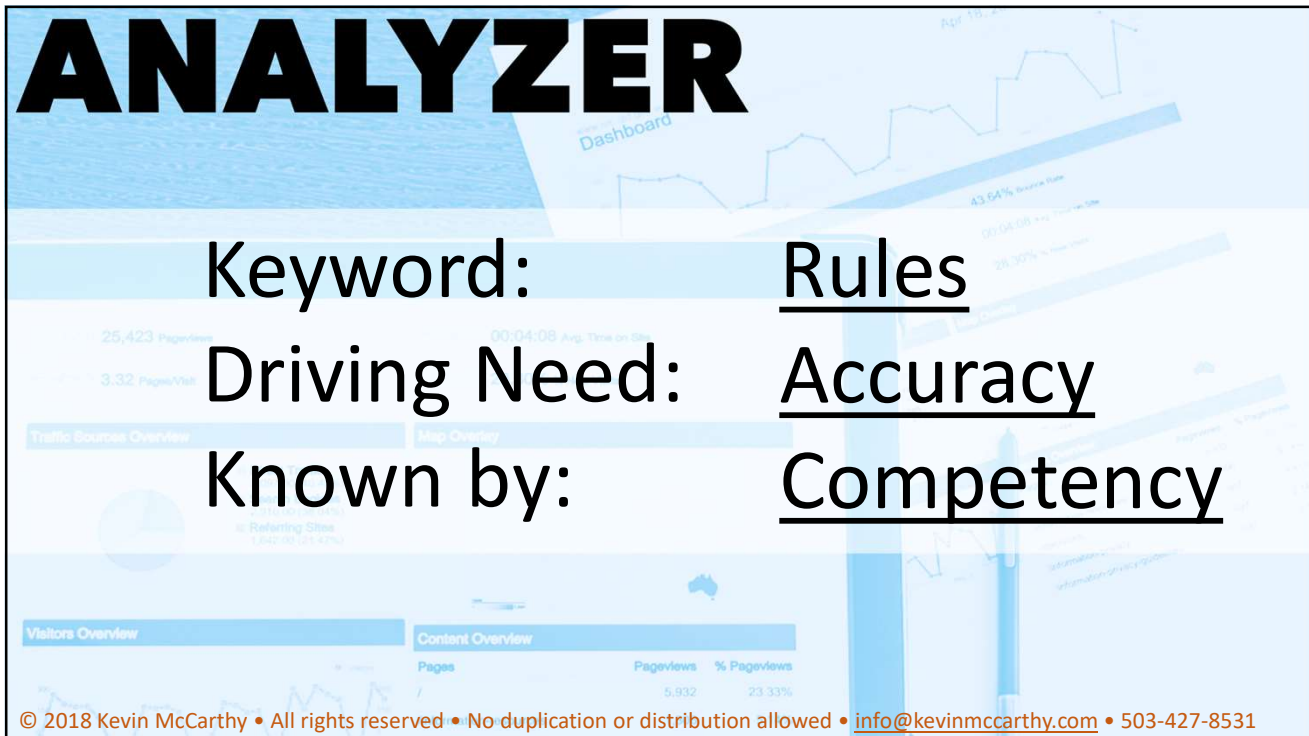
73

PEACEMAKER

Keyword: Team
Driving Need: Harmony
Known by: Sincerity

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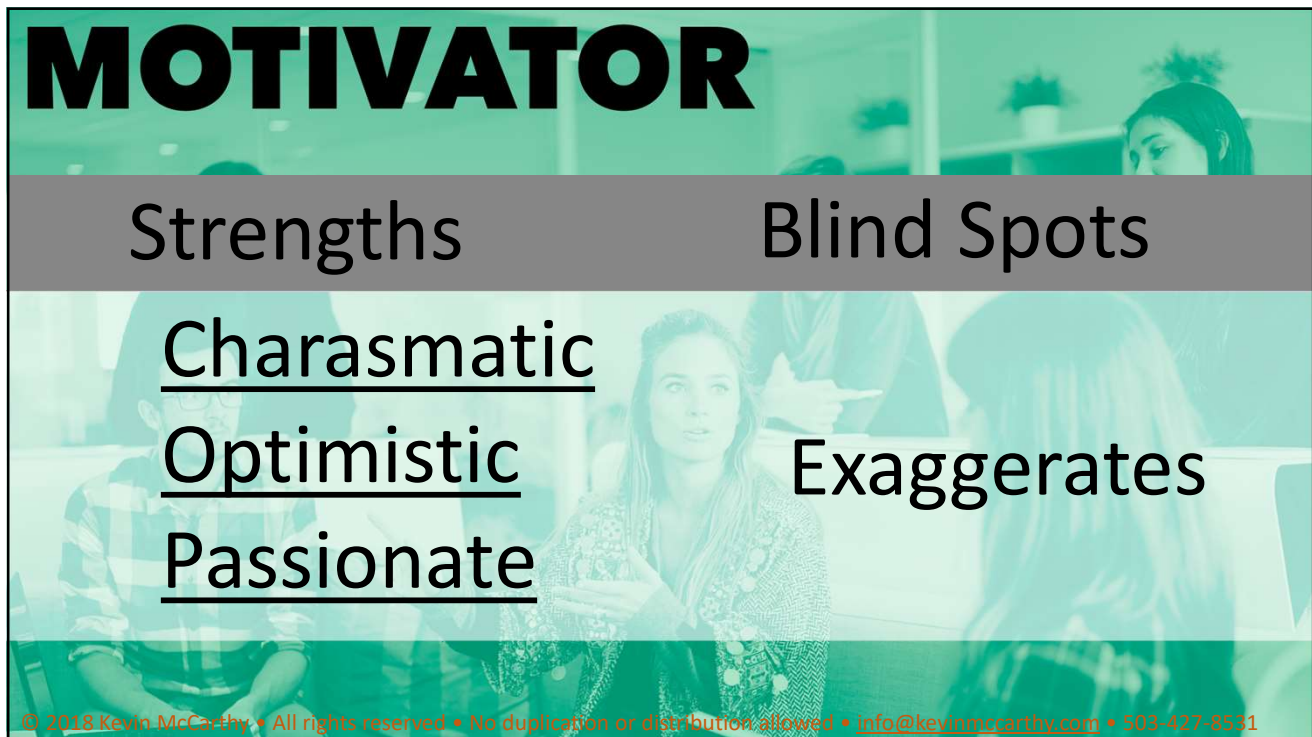


COMPETITOR

Strengths	Blind Spots
<u>Driven</u> <u>Confident</u> <u>Bold</u>	Bulldoze

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MOTIVATOR

Strengths	Blind Spots
<u>Charismatic</u> <u>Optimistic</u> <u>Passionate</u>	Exaggerates

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PEACEMAKER

Strengths

Blind Spots

Steady
Serving
Loyal

Gives in

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ANALYZER

Strengths

Blind Spots

Accuracy
Questioning
Focused

Cynical

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#9 Powerball Fallacy



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#8 Halo Effect



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#5 Reactionary Devaluation



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#4 False Consensus

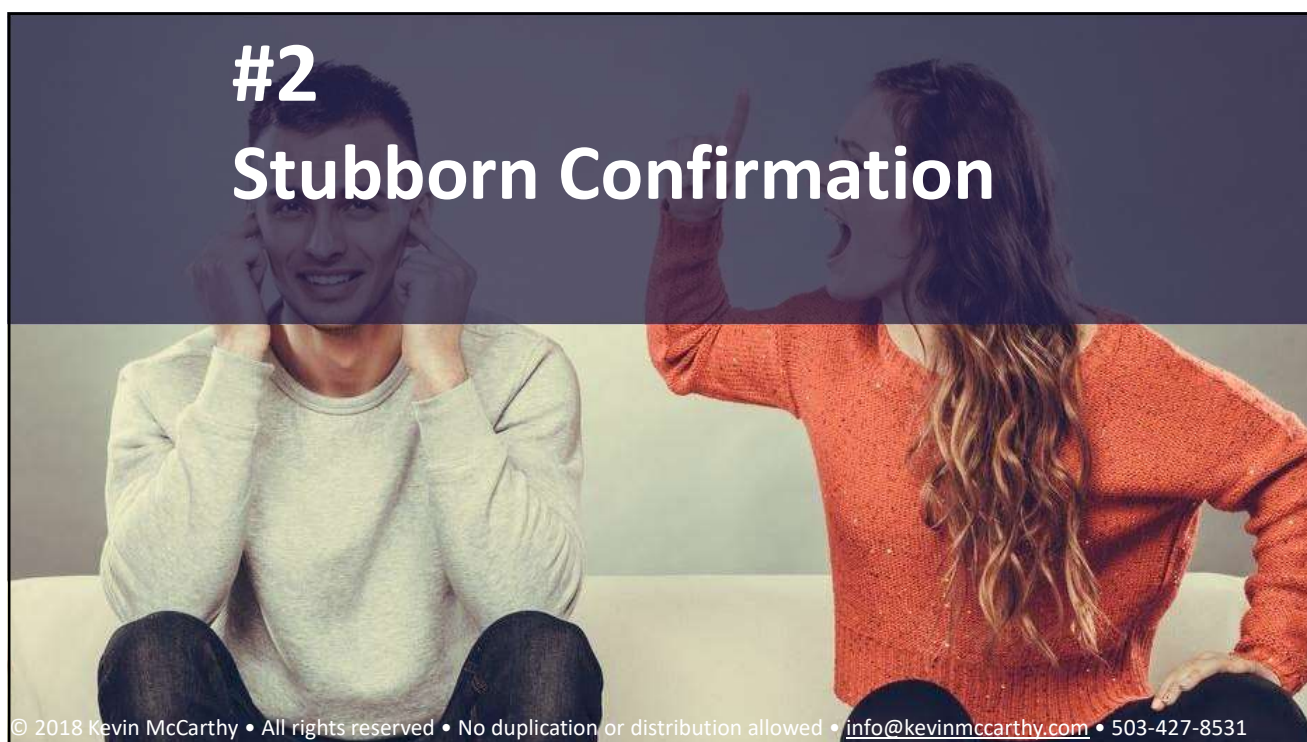


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#1 Self-Serving

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DENIAL

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